

Utimaco brings security solutions to Japanese market

Oberursel, 27th September 2005 - Following its international expansion strategy, Utimaco Safeware AG has opened a new subsidiary in Japan, the world's second largest ITC market. Japan is a trendsetter for new mobile technologies, and as such demands world-class solutions and services. With its leading position in the mobile security market, Utimaco will help Japanese corporations and public authorities to comply with a new legal privacy law put into place in April of this year.

After the strong growth of Utimaco in the US and Europe, the company saw a move to the high potential market of Japan as next logical step in its development. The combination of first-class quality products engineered by Utimaco and the trusted customer relationships provided by local business partners will help the company to establish the leading mobile security solution in Japan, and further confirms Utimaco's global strategy and commitment to the indirect sales channel. At the same time, the company will further improve its international support for its large install base of global accounts.

Utimaco's range of security products enables organizations to protect their electronic assets from unauthorized access. With its proven solutions, including encryption, user authentication, single sign on and password management, Utimaco is ideally positioned to meet the high demands of the Japanese market. Additionally the drive follows the April 1 enforcement of Japan's Personal Data Protection law, which secures an individual's right to privacy in commerce. The law calls on firms to offer enhanced levels of security or incur stiff penalties.

"We are opening our Japanese office in Yokohama at a time when security is becoming a top priority for Japanese business executives", said Jan Bosveld, Managing Director of Utimaco Safeware KK in Japan. "Together with our global sales and marketing partners, we expect a fast expansion into the Japanese market, which requires exceptional product quality combined with high levels of service."

Utimaco Safeware AG is one of the leading producers of professional IT security solutions. The security technology and solutions developed by Utimaco protect the electronic data of companies and government bodies against unauthorized access and guarantee that business processes and administrative procedures in the electronic world are binding and confidential. Utimaco Safeware's Personal Device Security division supplies technologies and solutions for mobile security in the areas of high-level authentication including biometric techniques, encryption and integrity checks. Its products and solutions secure data in terminal server and Citrix environments, on the PC, notebook and PDA at the workplace, and on the move. Utimaco Safeware's Transaction Security division specializes in security solutions for e-business, e-government and e-payment based on its own technologies (telecommunications management systems, hardware security modules, gateways for e-mail security, authentication and digital signatures, Public Key Infrastructure (PKI), and PKI-enabled applications).